



Secure Resources

Building Community Public and Private Partnerships

Mission

To strengthen partnerships and collaborative efforts at the state and local level for the benefit of families and children.

Assessment Tool

Purpose

Assessment Tool Purpose: To help identify the stages of partnership, provide resources to help develop or build on existing efforts and provide information on accessing grants.

While the “Secure Resources” tool may not solve all the issues in your community it can help you begin to create or improve systems that serve families and children. There are hundreds of great “how to” community development resources to help you build community capacity to support families and children. We have included two that have worked in many rural and urban settings (see page 2 for Harvard materials, and page 5 for the America’s Promise materials).

Building community partnerships is the desired outcome of the KIDS Action Template and this element “Secure Resources” can serve to unite and empower communities and individuals to act on behalf of families and children.

Information contained in the following sections include:

- ▲ Overview of the 4 Stages of Planning Comprehensive Family and Community Services
- ▲ Community Matrix to Identify New Partners and Resources
- ▲ Community Wheel to Identify Gaps in Partnerships
- ▲ On-line Resources (Grants)
- ▲ Building Communities Within the 4 Stages Framework (Community Stages Analysis)
- ▲ Building Communities Within the 4 Stages Framework (Example)

Characteristics and Definitions

Characteristics of Public and Private Partnerships:

- ▲ Are built with time and trust
- ▲ Are mutually beneficial
- ▲ Take getting involved in efforts other than your own
- ▲ May not work right away, but be persistent
- ▲ Require viewing “resources” in new ways

Definition of Resources:

- ▲ A source of supply or support, an available means
 - ▲ A natural source of wealth or revenue
 - ▲ A source of information or expertise
- Examples: relationships, buildings, staff, expertise, money, materials, etc.

Why Build Partnerships?

- ▲ It's the best way to enhance current efforts and reach more families and children
- ▲ Effective partners make profound differences in the lives of others
- ▲ It extends limited resources

Overview of the 4 Stages of Planning Comprehensive Family and Community Services

Where is your community?

Stage 1: Communication (*I'm working alone*)

- ▲ Programs operate independently
- ▲ Self-contained, may be isolated
- ▲ Program offers single set of services
- ▲ Referrals (if made) are informal & voluntary
- ▲ Easiest stage to accomplish

Stage 2: Cooperation (*Let's begin working together*)

- ▲ Informal relationships that have no common mission, structure, or planning
- ▲ Information shared
- ▲ Authority retained by each organization
- ▲ Resources and rewards are separate
- ▲ Work together to “fill gaps” in each others services

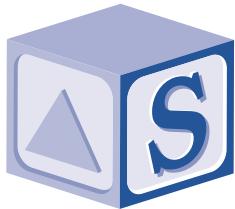
Stage 3: Coordination (*Let's work together to strengthen each other's efforts*)

- ▲ Combined or integrated services
- ▲ Formal agreements signed & buy-in of one another's missions
- ▲ Common planning and communication channels
- ▲ Authority remains separate – some risks are shared
- ▲ Resources available to participants – some rewards are shared

Stage 4: Collaboration (*We are one—working toward mutual goals*)

- ▲ Durable and pervasive relationships
- ▲ Comprehensive community-wide system of support for families and children
- ▲ Authority determined by the community-wide leadership group
- ▲ Shared benefits & consequences
- ▲ Complex, requires a great deal of trust and no hidden agendas
- ▲ Most difficult to achieve
- ▲ Risk is much greater because each member of the collaboration contributes its own resources and reputation
- ▲ Resources are jointly secured
- ▲ Products are shared

The information in this section is adapted from the Harvard Family Research Projects “Guides to Comprehensive Family Support Services.” They are (set of 6 books), from the Harvard Family Research Project, Harvard Graduate School of Education, Longfellow Hall, Appian Way, Cambridge, MA 02138 or <http://www.gse.harvard.edu/~hfrp/pubs/pubslist.html#FSCHead>



Grant Funding Resources On Line

The Foundation Center

Nation's leading authority on institutional philanthropy and is dedicated to serving grant seekers, grant makers, researchers, policy-makers, the media and the general public. The center offers information on U.S. Philanthropy and conduct. www.fdncenter.org

Internet Nonprofit Center

It offers information for and about nonprofit organizations in the United States in the areas of organization, regulation, management, resources and development, including an extensive section on grants and grant writing. www.nonprofits.org/npofaq

Nonprofit Guides 10 Point Plan for Standard Grant Funding Proposal

Offers a comprehensive grant-writing guide with a how-to section and sample proposals, with a general focus on private grants. www.npguides.org/grant/index/html

School Grants

School Grants offers resources and public funding opportunities for children, educators and K-12 schools. www.schoolgrants.org

GRANTS, ETC.

Offered by the University of Michigan's School of Social Work, GRANTS, ETC. identifies donors' and funders' interests, including ways to investigate the programs.
www.ssw.umich.edu/resources

Granthelp

Granthelp provides tips, techniques and books related to grant writing with a glossary of terms and acronyms. New tips are posted every month. The site also offers a free grant writing school on their Web site, along with available funding opportunities.
www.granthelp.clarityconnect.com

GrantProposal.com

GrantProposal.com provides free resources for both advanced and inexperienced grant writers and staff. www.grantproposal.com

CommunityCollaboration.org

This website provides direct links to 71 different granting agencies including government and nonprofit funders. www.communitycollaboration.org

Adapted from the America's Promise to Youth: Community Strategies Series, Sustaining What Works



Community Wheel

Draw a stick figure in every section that you have built partnerships.

Put an X in every section that you need to build partnerships. Ask current partners or others you know to help open doors to new partners.





Community Matrix

1. In the 1st column list a major project/initiative you are or would like to work on in your community.
2. In the 2nd column list the primary goal of the project/initiative.
3. In the 3rd column list your current partners. If you are not currently working on a project, leave this column blank.
4. In the 4th column identify the current stage of partnership with your current partners. (Secure Resources handout page 2).
5. In the 5th column list any new partners that could help you reach the goal of your project/initiative.
6. In the 6th column list any resources you need to achieve your goal(s).
7. In the 7th column list organizations, individuals, agencies or businesses that might provide resources to help achieve the goal.

Project/Initiative	Goal	Current Partners	Stage of Partnership (communication, cooperation, coordination, collaboration)	New Partners	Resources Needed	Where Are Resources

The Community matrix has been developed to help you identify current and new partners that have a stake in solving important community issues. Once partners have been identified, contact them and discuss how to help each other meet common goals. Do not always stick your hand out for resources—be the one to offer your resources to benefit others and get actively involved in your community.

Adapted from the National Community Services Conference 2001 Strengthening Communities Through National Service Campaign Consultation, Inc. Information on ordering the Community of Promise Strategy Series can be directed to Association of Idaho Cities, Asset Development Coordinator Deb Krum at (208) 344-8594, dkrum@idahocities.org.



Building Communities Within the 4 Stages Framework

Community Stages Analysis

Operational Components	Stage 1: Communication	Stage 2: Cooperation	Stage 3: Coordination	Stage 4: Collaboration
Services: What kind of services does your program offer?				
Population: Who does your program serve?				
Governance: How is your program managed?				
Funding: How do you support your activities?				
Collaboration: How does your program work with other agencies?				
Evaluation: How do you measure your effectiveness?				
Outreach: How do you recruit participants and graduate empowered family members?				
Staff training: What kind of skills do you want your staff to have and what kind of training opportunities do you provide?				
Accountability: What are you accountable for?				

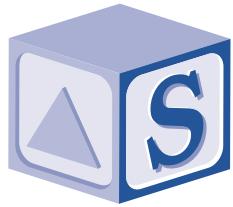


Building Communities Within the 4 Stages Framework Example

Operational Components	Stage 1: Communication	Stage 2: Cooperation	Stage 3: Coordination	Stage 4: Collaboration
Services: What kind of services does your program offer?	Offer a single service	Offer limited service but refer to a broader network of providers	Integrate activities of different providers to offer comprehensive support to children and families	Offer a single point of entry case management and multiple services to all families
Population: Who does your program serve?	Serve a defined population; services focus on (parent-child relationship)	Serve a defined population but begin to add services for other family members	Provide a broader set of services for a limited group of people	Serve all families in a community
Governance: How is your program managed?	Management structure is only for the program; may have informal communication with other service providers but does not share any program management tasks	Create formal planning committee to coordinate service provision with other providers; members include managers of other services	Form advisory board to integrate provision between programs and service systems	Convene community planning and governing board that has authority to coordinate service and oversee service system
Funding: How do you support your activities?	Use single source of funding	Gain access to more than one funding source; usually use some matching funds	Integrate multiple federal, state, and local funding sources, as well as foundations and private funds	Tap into institutionalized funding streams such as entitlements, tax-based funding
Collaboration: How does your program work with other agencies?	Maintain informal referrals with other service providers	Formalized referral process and sponsorship of joint events	Create partnerships with other agencies that result in the integration of services and creation of a comprehensive network of linked services	Participate in a community-wide planning process to design and coordinate an integrated service system
Evaluation: How do you measure your effectiveness?	Assess the effectiveness of the specific services your agency or program delivers	Track efforts of your program as well as those of other services your participants receive	Evaluate effects of coordinated services as well as delivery of discrete services	Evaluate institutionalized system outcomes
Outreach: How do you recruit participants and graduate empowered family members?	Develop self-contained procedures and activities	In addition to own activities, rely on interagency outreach and referrals from other programs	Collaborate with community agencies for joint outreach; formalize partnership procedures and systems	Community programs and agencies link the full range of their services and integrate outreach
Staff training: What kind of skills do you want your staff to have and what kind of training opportunities do you provide?	Training in one discipline or specialization	Training in multiple disciplines	Cross-job training as well as training on joint issues of concern	Interdisciplinary training in all fields of human services
Accountability: What are you accountable for?	For the delivery of the specific services of your program	For joint efforts, share with other providers; individual providers remain accountable for a specific set of services	For coordinated system, shared by all providers; individual providers remain accountable for the specific set of services	For coordinated system, extended to the community at large as well as to all service providers; individual providers remain accountable for their specific set of services



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